

**Minnesota State Community and Technical College**  
**Articulation College Credit Agreement with**  
**Moorhead High School Career Academy, ISD #152**

Minnesota State Community and Technical College (MState) and Moorhead High School Career Academy, ISD #152, enter into the following Articulated College Credit (ACC) agreement:


Students in grades ten through twelve who successfully complete the high school equivalent course with a grade of C or better qualify for the ACC transfer credit. ACC requires you enroll and complete a college course at MState in order for the ACC and grade from high school to be added to your college transcript. Also, the course needs to be applicable to your major. The transfer of credit is valid for five years. Upon completion of the high school course, the students with a grade of C or better will need to present the certificate to the college registrar at the time of enrollment. In addition, MState and Moorhead High School Career Academy agree that no changes will be made in the course content without notification of the program faculty (MState faculty and Moorhead High School Career Academy, ISD #152), and the administration of both schools.

**This agreement will be reviewed every two years, unless the college or school district requests an earlier review as a result of curriculum or faculty change.**

College Course	High School Course
ENTR 1201- Entrepreneurship II: Starting your Business (3 credits)	Entrepreneurship II (1 trimester)

**Course Competencies:**


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| <ol style="list-style-type: none"><li>1. Recognize the effects of decisions on others.</li><li>2. Analyze business ownership forms and licensing requirements.</li><li>3. Perform quantitative market research techniques to gain understanding of customer wants/needs.</li><li>4. Perform qualitative market research techniques to gain understanding of customer motivations.</li><li>5. Create a competitive advantage strategy.</li><li>6. Determine marketing strategies through segmentation and targeting.</li><li>7. Develop a unique value proposition through positioning strategies.</li><li>8. Analyze and assess competitors.</li><li>9. Perform a Strengths/Weaknesses/Opportunities/Threats (SWOT) analysis.</li></ol> | <ol style="list-style-type: none"><li>1. Refresh: What it takes to be an Entrepreneur</li><li>2. Business creation research</li><li>3. Business Plan<ul style="list-style-type: none"><li>• Executive Summary</li><li>• Product Service Description</li><li>• Mission Statement</li><li>• Industry Analysis</li><li>• Marketing Plan</li><li>• Organizational Chart &amp; Employee Salary</li><li>• Location &amp; Floor Plan</li><li>• Budget Plan</li><li>• Business Communication Documents</li><li>• Conclusion</li></ul></li></ol> |
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Signature, Mourneau Career Academy Instructor, Entrepreneurship II

1/14/25

Date



Signature, MState Faculty, ENTR 1201

1-15-25

Date



Signature, MState Dean for the School of Business, Information Technology and Academic Innovation

1-16-25

Date



Signature, MState Provost/Vice President for Academic Affairs

01/23/2025

Date